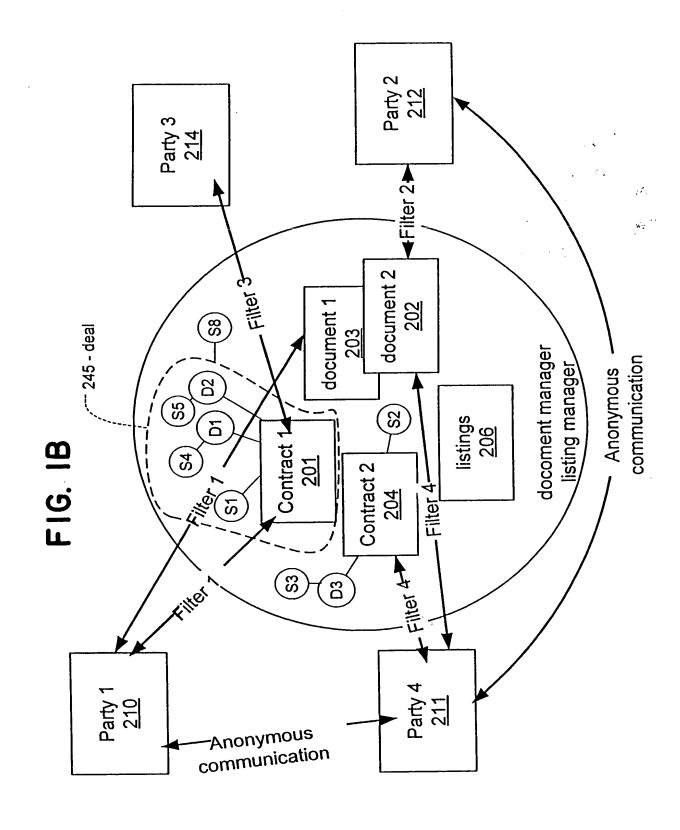
Close Negotiate Analysis FIG. 1A Meet



F16. 2

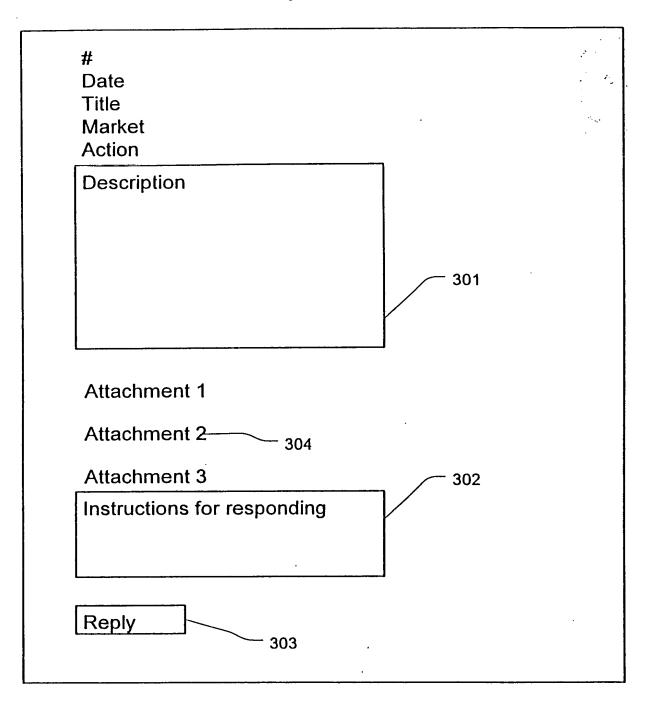
315

Number	er.	Date	-	Market	-	Action		Title
123	378	17/10/87		Steel		Buy	⊢	Title
234	<u>t</u>	1 7/12/87		Alum.	_	Sell	H —	Title
25	236	1 7/12/87			_		H —	Title
239		1/10/88	_	Gold.		Action	<u>-</u>	Title
240		8/12/87	_	Flood	_	Action	⊢	Title
243	313	1 9/01/87	_			Action	⊢	Title
+								
_								

312

Anti-

FIG. 3



	8 18 2 2 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	×
Reply to Listing 145: Request for I	Bid on School Constructi	
	Name of Company	
	Address	
	D&B Number	
References for Construction Work in Fairfax County	Work in Fairfax County	
Do you qualify as a:		
O Small Business		
O Minority owned business	82	
O Woman owned business	S	

O C Delete Delete Delete Products & Services New Document Check-In Forward Forward New Document New Document New Document Delete Forward Details Details Research (Ap) Documents | -{Opcom.GIF (2100bytes)-New Document New Document Shared Shared Delete Shared Download Download Details Recyclables ما This is a private folder (1 document) Download demonstration for jeff (1 document) Communications Demo for Rowan (1 document) 4-US Domestic zelenica repowering (empty) just fooling around (empty) F letter re lease sales.doc letter re lease sales.doc Create a New Folder In Box (1 document) foy streetman.doc Test (empty) Deals International Offers D 0 0 0

FIG. 5

FIG. 6

W

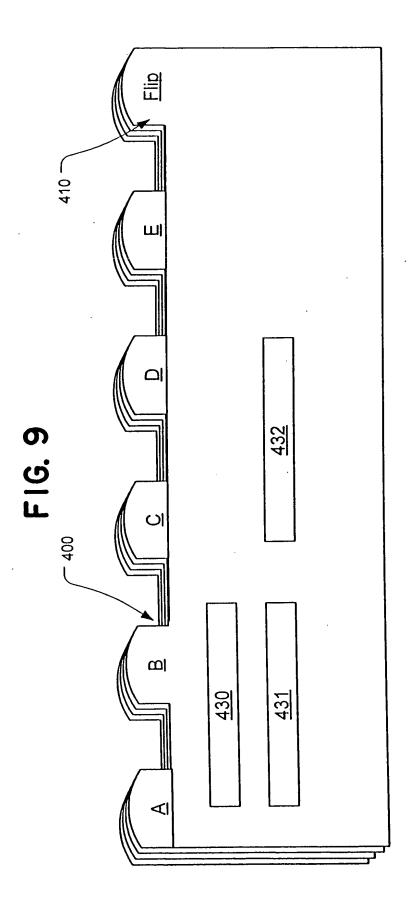
	1			ı												
<u> </u>		Trade Title	ատատատատա	World Trade Center	Florida Windstorm Coverage	>	Bigger deal	big deal	Another trade	sôs	lkjdalskjd	Test again	Test of compiled tm	Get in shape	Big Deal	Master Contract
(A)			ш	δ M	운	8	Big	big	And	sbssbx	lkjá	Tes	Tes	Get	Big	Mas
		Date Created	Sep 22 1998	Sep 22 1998	Sep 22 1998	Sep 22 1998	Sep 1 1998	Sep 1 1998	Aug 18 1998	Jun 23 1998	Jun 23 1998	Jun 23 1998	Jun 23 1998	Feb 11 1998	Feb 10 1998	Feb 8 1998
☆		Trade Number	357	<u>356</u>	<u>353</u>	<u>352</u>	<u>342</u>	341	330	<u>297</u>	<u>295</u>	<u>293</u>	<u>292</u>	9	12	4

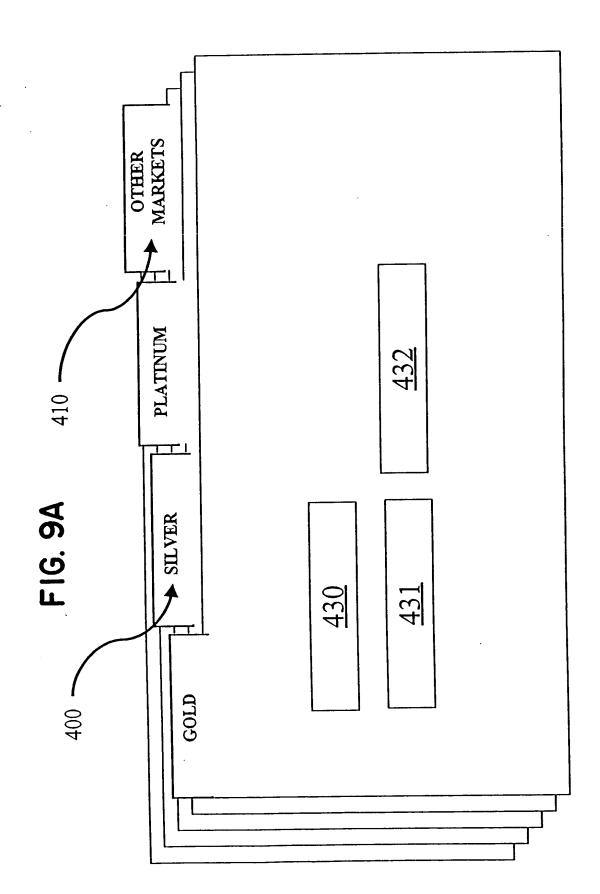
Science Applications International Corporation An Employee Owned Company Copyright SAIC, 1998. All rights reserved

W. Job Bank Research Science Applications
International Corporation
An Employee Owned Company (dp) Lr.Proposals Copyright SAIC, 1998. All rights reserved Documents DEF Environmental Services 9/16/98 3:19:16 PM 9/8/98 8:56:21 PM Sign Date Recyclables Communications **Authorize M** John M. Nichols 1 Advanwin.cfg 4-US Domestic mon from hell John M. Nicholas ABC Power Co. Organization est trade Close steel K.j.K.j Deals Registering Party: International Deal Summary: Trade Number: Michael Trader Authorization: Subscriber Contract: Offers Market: MOU: Title:

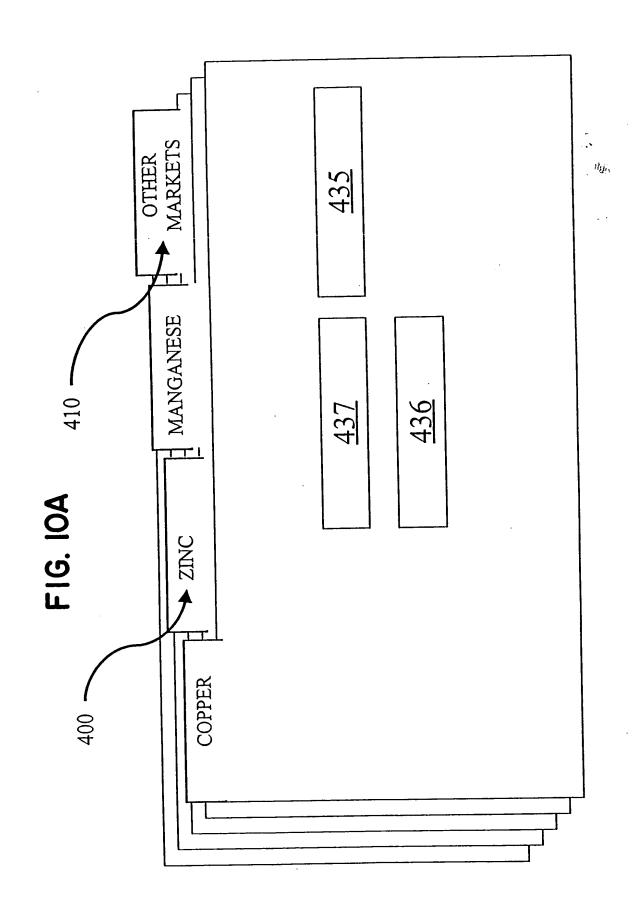
FIG. 8A

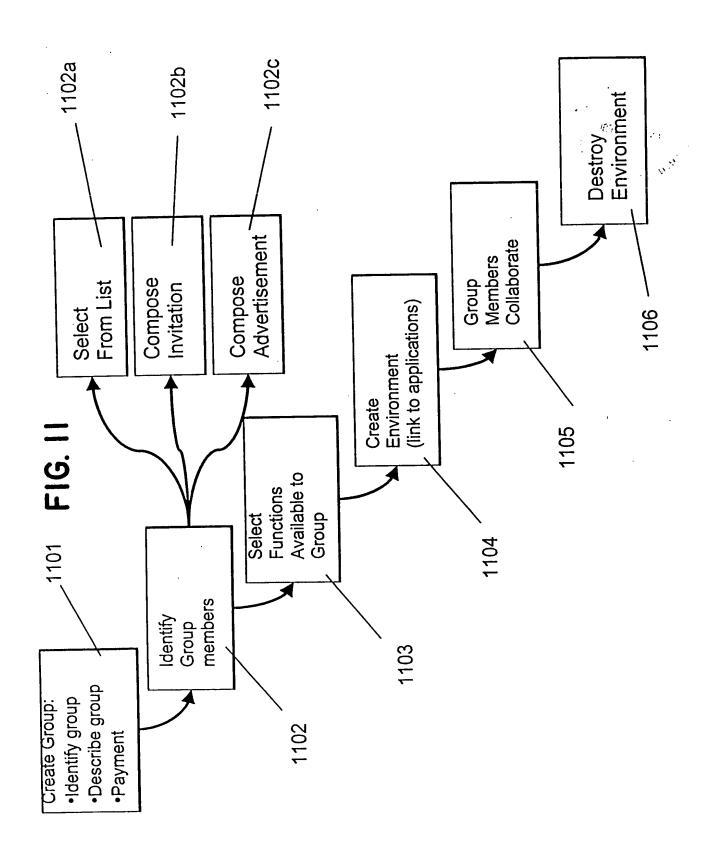
× -	٥												Þ
Q t c c c c c c c c c c c c c c c c c c	Specify Title, Rate Summary, Deal Summary, Slip Sheet, Exhibits, and Authorizing Parties			4	4	//Browse//		//Browse//		orize the Deal	pha Add Authorizing Parties:	Int None: None	
	ate Summary, D									Specify Parties who will Authorize the Deal	Company Alpha Company Beta Company Gamma	John Q. Client Craig Miller	
Û • Û	Specify Title, Ra	Title:	Rate Summary:	Deal Summary:	Slip Sheet:	Add Exhibit:	Description:	Add Exhibit:	Description:	Specify Parties	Company:	Names:	

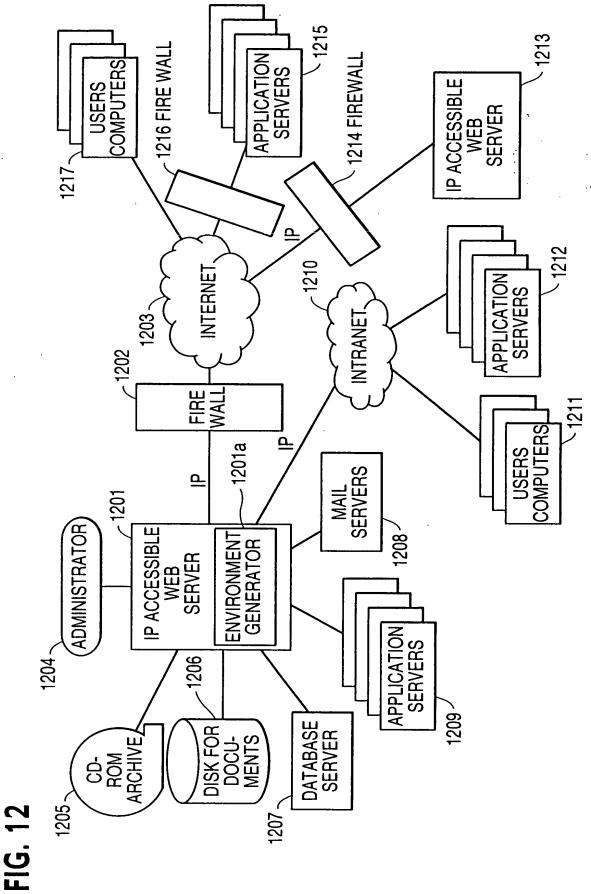




Flib 435 410 436 437 F1G. 10 - 400 ଠା







ত্রি	Γ	<u> </u>	<u> </u>	٥		 .			Þ	_
X 回 回	图		Ø Go ∬Links"		 			· · ·	1-	
										ıter
			ထို					•		шb
		i								ပ္ပ
			Δ					•		My Computer
										回
								· .		
										\Box
		Print								
		, T. C.		į						
		Mail								
		N N								
		Stol								
		工								
ore		Search Favorites History								
ğ		1								
ᄪ		두	.htm				<i></i>			
en		Sarce (CO)	3(a)						ı	
# =		Š	e 1,				Next			
080		a E	igui							
Ş	ਕੂ	~ 운	P/F							
Ë	[뿔]	esh	CTC	M		g				
品	slo	et tel	ESI	ğ	JoeUser	SloppyJoe				
\geq	<u>T</u> 0	- 0	SID	N N	g	<u>8</u>		_		
윤	ites	St (A)	MC	EN I		တ				
	a S S	• -	Ŋ N	 ≥						
3	V.	Eorward Stop Refresh Home	W.	岁	வ்	;;				
岂	<u>V</u> ie	I O) C	世	lam	WOL			Ì	
1	dit	,	S	CREATE NEW ENVIRONMENT	User Name:	Password:				0
出	Ш	♣ Back	lres	유	Us	Δ.			j	OUE
	File Edit View Favorites Tools Help	~ œ	Address & C:\WINDOWS\DESKTOP\Figure 13(a).htm							🔊 Done
				u						∞ 8

FIG. 13B

· . · · . · · · · ·

.

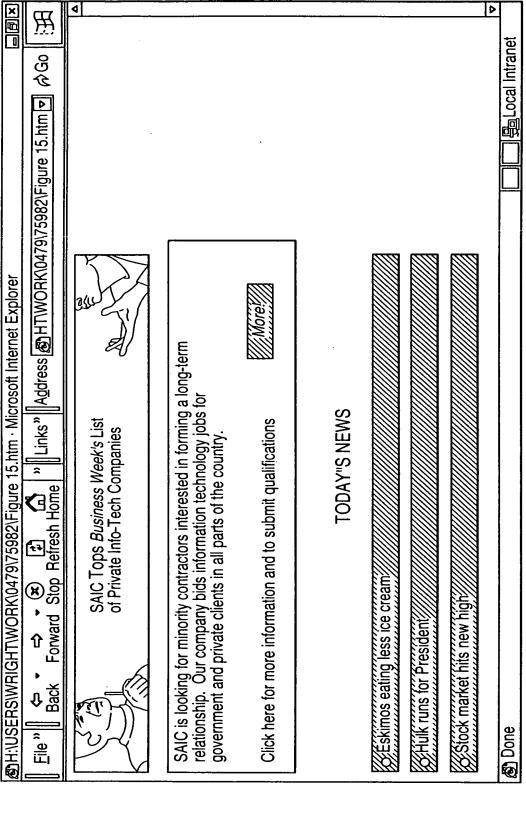
② CREATE NEW ENVIRONMENT · Microsoft Internet Explorer	X 国 国
File Edit View Favorites Tools Help	題
今 · 今 · ② ② ① ② ② ② ② ② ② ② ② ② ② ② ② ③ ② ③ ② ③	
ddress 🔊 H:\USERS\WRITE\WORK\0479\75982\Figure 13(b).htm	ত ি ⇔Go∭Links"
CREATE NEW ENVIRONMENT	٥
Name of Group:	
Joe's Homework	
Description:	
Joint project for Ms. Johnson's 8th period social studies class to examine trends in drug use in high schools across the country and in North High School.	
	Þ
☑ Done	[]] [鲁] Local Intranet

FIG. 14A

REAT		X 国 国 文
ij	File Edit View Favorites Tools Help	田
♣ • Back	Forward Stop Refresh Home Search Favorites History Mail Print	
SS	Address & H:\USERS\WRIGHT\WORK\0479\75982\Figure 14(a).htm	P AGO Links"
교	SELECT GROUP MEMBERS	٩
<u>lam</u>	Name of Group: Joe's Homework	
•	Enter addresses of new members, click "add" after each	
2.	Click on addresses of people already in the community.	
	craig.miller@cpmx.saic.com peter.parker@spiderman.org lois.lane@superman.org nino.scaparelli@bignet.it joe.student@northhigh.va.gov	
က်	Click here when done:	
ł		D
Done		

Ø CREATE	⑤ CREATE NEW ENVIRONMENT · Microsoft Internet Explorer	×個日
I File Edit ⊻iew Favor	View Favorites Iools Help	田
Back •	⇒・×× (文) (記) (公) (本) (3) (本) (本) (本) (本) (本) (本) (本) (本) (本) (本	
Address (H:\USER	S\WRIGHT\WORK\0479\75982\Figure 14(b).htm	A∕Go ∬Links"
TIVNI	INVITE GROUP MEMBERS	4
INVITE	INVITE GROUP MEMBERS	
~ :	Enter address: bob@biqisp.com	•
. 2.	Expiration data for invitation: 10/13/1999	
က်	Invitation Message:	
	You are invited to join our group project on drug use in high schools. I think we have a good team.	
4.	Click to send invitation & invite next member:	
5.	Click when done:	٥
Done Done		anet

		Done Done
Þ		Milipone Mil
		Click for qualifications:
		Expiration data for invitation:
		You are invited to join our group project on drug use in high schools. I think we have a good team.
		Message:
		bob@biqisp.com
		IP/URL address for banner ad:
		INVITE GROUP MEMBERS
4		ADVERTISE FOR GROUP MEMBERS
斑	Address 🙉 T\WORK\0479\75982\Figure 14(C).htm틱 슈Go	File " ← ← ← ★ 🗗 🖒 Links Ao



× 回 回

今Go ∏Links" ٥ Þ 照 鲁 Local Intranet ٥ Forward Stop Refresh Home Search Favorites History Mail Address & H:\USERS\WRIGHT\WORK\0479\75982\Figure 16.htm 띪 SELECT COMMUNICATION TOOLS Bulletin Board / Post and Browse Document Security Anonymous E-Mail **Audio Conference** Video Conference Threaded Dialogs **Group Newsletter** Advertisement Yellow Pages White Pages Other Links û ₽ac • 🚱 Done 쁦

...

<u>_</u>	7 @SELECT COMMUNICATIONS TOOLS · Microsoft Internet Explorer		
	Eile " ← ← ← ← ← ← ← ← ← ← ← ← ← ← ← ← ← ←		斑
	SELECT REASEARCH TOOLS		٥
	Mortage calculator Dun and Bradstreet		
	Washington Post		
	Risk Management Solutions		
	Applied Insurance Research National Hurricane Center		
	ССН		
	Lexis/Nexis		
	Other Links		
	Title		
			٥
	② Done	骨 Local Intranet	1

SELECT COMMUNICATIONS TOOLS · Microsoft Internet Explorer FIG. 18

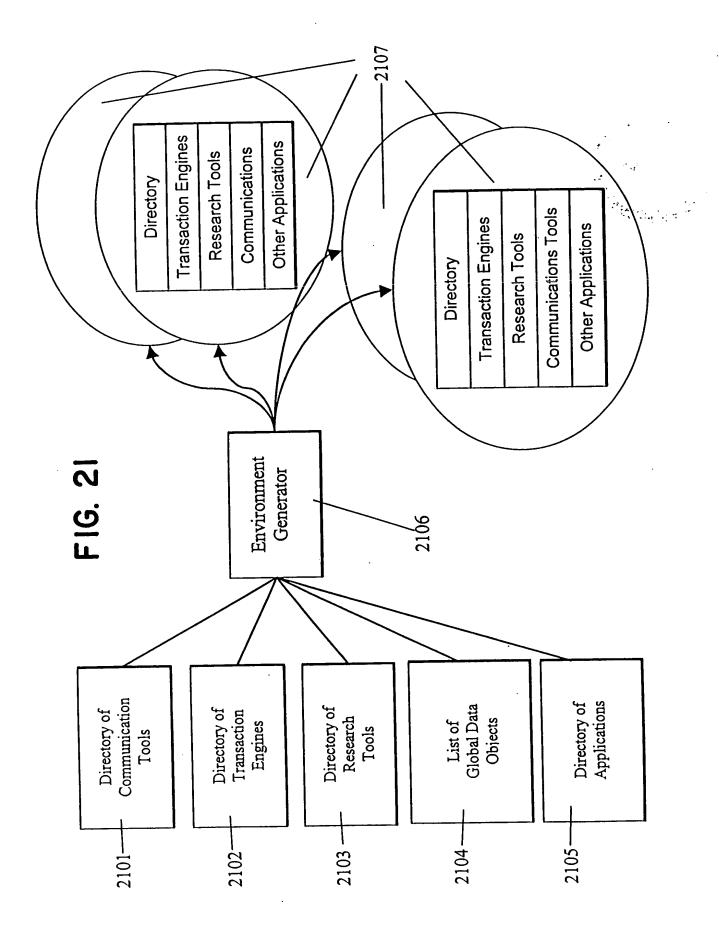
S S - will display a selection of engines based on ANSI, EDIFACT, or proprietary standards D My Computer -- will display a screen to enter URLs for catalogs Search Favorites History Mail 띪 Address (图) C:\WiNDOWS\DESKTOP\Figure 18.htm た・・・・・・ (本) (主) (人) Back Forward Stop Refresh Home SELECT TRANSACTION ENGINES File Edit View Favorites Tools Help Request for Quote Tender an offer Bid and Proposal Japanese Auction Negotiated Deal Syndicated Deal Online catalog(s) Reverse Auction **English Auction** EDI Engine(s) **Dutch Auction** Other Links Done Done ⊒ie

٥ 田 [聖Local Intranet 8 2 "||Links"|||Address(例 HT\WORK\0479\75982\Figure 19.htm回 Moue/// FIG. 19 @SELECT COMMUNICATIONS TOOLS · Microsoft Internet Explorer 띪 | ← ← ★ 🗗 🗘 🖒 Back Forward Stop Refresh Home SELECT PARTICIPATION ENGINES Online Survey Delphi Brain Writing Real Time Polling Other Links Done Done Elle » Title

FIG. 20A

高 SELECT COMMUNICATIONS TOOLS · Microsoft Internet Explorer	
File " 今 · · · · · · · · · · · · · · · · · ·	ا جہم اا
	4
Fa	
WELCOME TO JOE'S RESEARCH PROJECT!	
Please log in:	
User Name:	
Send a message to the group	
	ഥ
图 Done	

SSELECT COMMUNICATIONS TOOLS · Microsoft Internet Explorer
⇒ • ※ ② む しむ Links* Madress 例 TWORK\0479\75982\Figure 20(b).htm 可みGo Forward Stop Refresh Home
WELCOME TO JOE'S RESEARCH PROJECT
Online team meeting at 7:30 tonight. Everyone bring drafts of their sections for review on line. See you there.
Communication tools
Research Tools
Transaction Engines
Participation Engines



F16, 22